

**IMPORTERS' QUESTIONNAIRE**  
**UREA AMMONIUM NITRATE SOLUTION FROM BELARUS, LITHUANIA, RUSSIA,  
AND UKRAINE**

*Return completed questionnaire to:*

**UNITED STATES INTERNATIONAL TRADE COMMISSION**  
Office of Investigations, Room 615  
500 E Street, SW, Washington, DC 20436

**So as to be received by the Commission by no later than May 6, 2002**

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning urea ammonium nitrate solution ("UAN") from Belarus, Lithuania, Russia, and Ukraine (invs. Nos. 731-TA-1006-1009 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip code \_\_\_\_\_  
World Wide Web address \_\_\_\_\_

Has your firm imported UAN (as defined in the instruction booklet) from any country at any time since January 1, 1999?

☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

**CERTIFICATION**

*The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.*

*Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.*

*The undersigned acknowledges that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.*

\_\_\_\_\_  
*Name and Title of Authorized Official*

\_\_\_\_\_  
*Date*

\_\_\_\_\_  
*Signature of Authorized Official*

( )  
\_\_\_\_\_  
*Phone*

( )  
\_\_\_\_\_  
*Fax*

**PART I. GENERAL QUESTIONS**

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 25 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

\_\_\_\_\_ hours                      \_\_\_\_\_ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing UAN from Belarus, Lithuania, Russia, or Ukraine into the United States or which are engaged in exporting UAN from Belarus, Lithuania, Russia, or Ukraine to the United States?

☐ No                      ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

**PART I. GENERAL QUESTIONS—Continued**

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of UAN?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- I-6. Please indicate the nature of your firm's importing operations on UAN. More than one answer may be applicable.

☐ Importer of record

☐ Takes title to the imported product(s)

☐ Consignee of the imported product(s)

☐ Customs broker or freight forwarder

- I-7. If your firm is an importer of record of UAN but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

\_\_\_\_\_

\_\_\_\_\_

- I-8. Please indicate whether your firm enters UAN into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

- I-9. Please indicate whether your firm imports UAN under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. \_\_\_\_\_

\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION**

Further information on this part of the questionnaire can be obtained from Christopher J. Cassise (202-708-5408; ccassise@usitc.gov). **Supply all data requested on a calendar-year basis.**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: \_\_\_\_\_  
Name and title

\_\_\_\_\_  
Phone No.

\_\_\_\_\_  
E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of UAN since January 1, 1999?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-3. Has your firm imported or arranged for the importation of UAN from Belarus, Lithuania, Russia, or Ukraine for delivery after March 31, 2002?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

II-4. If your firm also produces UAN in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART II.—TRADE AND RELATED INFORMATION—Continued**

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of UAN imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Quantities reported are to be based on a 32 percent nitrogen content basis. Report separately for each country listed on page 1 of the questionnaire and for all other sources combined. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.**

Country: \_\_\_\_\_ ☐ All other sources combined<sup>1</sup>

(Quantity in short tons, value in \$1,000)							
Item	Calendar years			January-June		July-December	
	1999	2000	2001	2000	2001	2000	2001
<b>BEGINNING-OF-PERIOD INVENTORIES</b> (quantity)							
<b>IMPORTS:<sup>2</sup></b>							
Quantity of imports							
Value of imports							
<b>U.S. SHIPMENTS:</b>							
<b>Commercial shipments:</b>							
Quantity of commercial shipments							
Value of commercial shipments							
<b>Internal consumption/company transfers:</b>							
Quantity of internal consumption/transfers							
Value <sup>3</sup> of internal consumption/transfers							
<b>EXPORT SHIPMENTS:<sup>4</sup></b>							
Quantity of export shipments							
Value of export shipments							
<b>END-OF-PERIOD INVENTORIES<sup>5</sup></b> (quantity)							
<b>U.S. SHIPMENTS TO DISTRIBUTORS</b> (quantity)							
<b>U.S. SHIPMENTS TO RETAILERS</b> (quantity)							
<b>U.S. SHIPMENTS TO END USERS</b> (quantity)							
<sup>1</sup> Please identify these sources: _____							
<sup>2</sup> Please identify the foreign producers, if known: _____							
<sup>3</sup> Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____							
<sup>4</sup> Identify your principal export markets: _____							
<sup>5</sup> <b>Reconciliation of data.</b> —Please note that the <b>quantities</b> reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____							

**PART II. TRADE AND RELATED INFORMATION—Continued**

II-6. In the table below, please indicate the quantities in short tons of your U.S. shipments of each concentration of UAN represented for each calendar year.

UAN concentration	Calendar years		
	1999	2000	2001
Quantity ( <i>short tons</i> )			
28 percent nitrogen			
30 percent nitrogen			
32 percent nitrogen			
Other			
Total			

**PART III.--PRICING AND MARKET FACTORS**

Further information on this part of the questionnaire can be obtained from Gerry Benedick (202-205-3244) or e-mail: [gbenedick@usitc.gov](mailto:gbenedick@usitc.gov)

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: \_\_\_\_\_  
Name and title Phone No.

Check here \_\_\_\_\_, if your U.S. firm imports urea ammonium nitrate solution (UAN) from any of the subject countries--Belarus, Lithuania, Russia, and Ukraine--and sells this product to U.S. distributors and dealers unrelated to your firm. Report the selling price data requested in section III-A.1 and then skip to section III-B.

Check here \_\_\_\_\_, if your U.S. firm imports UAN from any of the subject countries--Belarus, Lithuania, Russia, and Ukraine--for its own use as an end user or to produce downstream products for subsequent sale. Report the purchase price data requested in section III-A.2 and then skip to section III-B.

**Section III-A.1--SELLING PRICE DATA**

This section requests net sales value (f.o.b. your U.S. shipping location(s)) and quantity data concerning your firm's U.S. shipments of the specified imported UAN products (described below) from each of the subject countries on a monthly basis during January 2000-March 2002. Report the shipment value and quantity data separately for (1) total sales shipments (U.S. f.o.b. basis) from all of your U.S. selling locations combined, and (2) sales shipments (U.S. f.o.b. basis) from any selling facilities of your firm in each of the specified cities or their proximate locations; report sales shipments only to those U.S. customers (distributors and dealers) unrelated to your firm. **Report the shipment value and quantity data net of returns, discounts, rebates, netbacks, and any U.S. freight to the customers' receiving points that was absorbed by your firm.**

**Product 1.--Urea Ammonium Nitrate (UAN) in a solution of 32 percent nitrogen concentration.**

**Product 2.--Urea Ammonium Nitrate (UAN) in a solution of 28 percent nitrogen concentration.**

Copy, as needed, the table on the following page to report separately for each subject country, UAN product, and U.S. location specified at the top of the table for the periods requested.

**PART III.--PRICING AND MARKET FACTORS--Continued****Section III-A.1--SELLING PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each subject country, specified UAN product, and specified U.S. location (check one box in each category for each page) for the periods requested.

Country of Origin: Belarus " Lithuania " Russia " Ukraine "

Product 1 " Product 2 "

Location from which shipments were made:<sup>1</sup> All U.S. locations combined "

Baltimore, MD " Brunswick, GA " Corpus Christi, TX "

New Orleans, LA " San Francisco, CA "

<i>(Quantity in short tons, value in dollars)</i>					
Date of shipment	Quantity	U.S. F.O.B. Value <sup>1</sup>	Date of shipment	Quantity	U.S. F.O.B. Value <sup>1</sup>
<b>2000:</b>			<b>2001:</b>		
January			January		
February			February		
March			March		
April			April		
May			May		
June			June		
July			July		
August			August		
September			September		
October			October		
November			November		
December			December		
			<b>2002:</b>		
			January		
			February		
			March		
<sup>1</sup> Net f.o.b., your U.S. warehouse or other shipping facilities of your firm in or near the specified locations.					

<sup>1</sup> Report for the cities specified or a proximate location associated with each specified city. If reporting for a proximate location, please identify the location and estimate the distance, in miles, from the specified city. \_\_\_\_\_

**Note:** All reporting firms should report for each specified product they imported from each subject country their total shipments from all U.S. locations combined and then as applicable from the specific city locations.



**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-A.2--PURCHASE PRICE DATA**

**NOTE: REPORT THE REQUESTED PURCHASE PRICE DATA IN SECTION III-A.2 ONLY IF YOUR FIRM USED ITS IMPORTED UAN AS AN *END USER* OR *TO PRODUCE A DOWNSTREAM PRODUCT FOR SUBSEQUENT SALE*.**

This section requests net purchase shipment value (c.i.f., duty-paid, U.S. port(s)-of-entry) and quantity data concerning your firm's U.S. imports of the specified UAN products (described below) received from each of the subject countries on a monthly basis during January 2000-March 2002. If your firm imports the specified subject imported products on a delivered price basis (to your U.S. facility(ies)), please estimate, to the extent possible, the c.i.f., duty-paid, U.S. port-of-entry values (deduct, for instance, an estimate of the U.S.-inland freight portion of the total freight you paid to your U.S. receiving location(s)). Also report the shipment value (c.i.f., duty-paid, U.S. ports-of-entry values associated with such shipments) and quantity data separately for (1) total shipments received at all of your U.S. receiving facilities combined, and (2) shipments received at your U.S. receiving facilities in each of the specified cities or their proximate locations; report shipments only from those suppliers unrelated to your firm. **Report the shipment value and quantity data net of returns, discounts, netbacks, and rebates.**

**Product 1.—Urea Ammonium Nitrate (UAN) in a solution of 32 percent nitrogen concentration.**

**Product 2.—Urea Ammonium Nitrate (UAN) in a solution of 28 percent nitrogen concentration.**

Copy, as needed, the table on the following page to report separately for each subject country, UAN product, and U.S. location specified at the top of the table for the periods requested.

Please characterize below your firm's operations as an importer of the subject UAN.

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**PART III.--PRICING AND MARKET FACTORS--Continued****Section III-A.2--PURCHASE PRICE DATA--Continued**

**COPY THIS PAGE AS NECESSARY.** Complete a separate page for each subject country, specified UAN product, and specified U.S. location (check one box in each category for each page) for the periods requested.

Country of Origin: Belarus " Lithuania " Russia " Ukraine "

Product 1 " Product 2 "

Location at which shipments were received:<sup>1</sup> All U.S. locations combined "

Baltimore, MD " Brunswick, GA " Corpus Christi, TX "

New Orleans, LA " San Francisco, CA "

<i>(Quantity in short tons, value in dollars)</i>					
Date of shipment	Quantity	C.I.F. Value <sup>1</sup>	Date of shipment	Quantity	C.I.F. Value <sup>1</sup>
<b>2000:</b>			<b>2001:</b>		
January			January		
February			February		
March			March		
April			April		
May			May		
June			June		
July			July		
August			August		
September			September		
October			October		
November			November		
December			December		
			<b>2002:</b>		
			January		
			February		
			March		
<sup>1</sup> Net c.i.f., duty-paid, ports-of-entry values associated with your firm's receiving facilities in the specified locations.					

<sup>1</sup> Report for the cities specified or a proximate location associated with each specified city. If reporting for a proximate location, please identify the location and estimate the distance, in miles, from the specified city. \_\_\_\_\_

**Note:** All reporting firms should report for each specified product they imported from each subject country their total shipments received at all U.S. locations combined and then as applicable at the specific city locations.

**PART III.--PRICING AND MARKET FACTORS--Continued**

Unless otherwise instructed, please answer all questions in the rest of part III based on your firm's total sales/imports (the latter if importing as an end user or producer of downstream products for subsequent sale) of its imported UAN from the subject countries during 1999-2001. In your responses, please note the specific subject country(ies) and, if applicable, the specific imported products that you refer to. Please explain any distinctions if your responses differ by country of origin of the subject imported UAN, by types of UAN (different concentrations), and by modes of transportation.. **Please respond fully to the questions and attach additional pages of discussion as needed; identify attached responses with the question number.**

**Section III-B.--PRICING PRACTICES**

*For Section III-B--If your U.S. firm imports UAN as an end user or to produce a downstream product for subsequent sale, check here \_\_\_\_ and respond for 'captive imports' where "sales" are requested; report requested values of captive imports on a delivered price basis (to your firm's U.S. receiving location(s)), unless otherwise indicated.*

III-B-1. Please report below for your firm's UAN imports, by subject country of origin, your firm's total U.S. sales/captive import quantity (short tons) shipped during 2001 to your U.S. customers' locations or to your U.S. receiving points if importing for captive use, that were on a (1) long-term contract basis (multiple deliveries for more than 12 months after the purchase agreement), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (usually one-time delivery, within 30 days of the purchase agreement).

	Long-term contracts	Short-term contracts	Spot sales
Belarus			
Lithuania			
Russia			
Ukraine			

III-B-2. Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical spot transaction. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICING PRACTICES--Continued**

- III-B-3. Please discuss the following provisions of your firm's U.S. sales or captive imports of its imported UAN from the subject countries on a typical short-term contract basis.

What is the average duration of a contract? \_\_\_\_\_

How frequently are contracts renegotiated? \_\_\_\_\_

Does the contract fix quantity, price, or both? \_\_\_\_\_

Does the contract have a meet or release provision? \_\_\_\_\_

What are the standard quantity requirements, if any? \_\_\_\_\_

What is the price premium for sub-minimum shipments? \_\_\_\_\_ percent

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical short-term contract. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

- III-B-4. a) Please discuss the following provisions of your firm's U.S. sales or captive imports of its imported UAN from the subject countries on a typical long-term contract basis.

What is the average duration of a contract? \_\_\_\_\_

How frequently are contracts renegotiated? \_\_\_\_\_

Does the contract fix quantity, price, or both? \_\_\_\_\_

Does the contract have a meet or release provision? \_\_\_\_\_

What are the standard quantity requirements, if any? \_\_\_\_\_

What is the price premium for sub-minimum shipments? \_\_\_\_\_ percent

Identify below the top three factors, in descending order, discussed/considered between your firm and its U.S. customers/foreign suppliers (the latter only if reporting for captive use of imports) in arriving at a price for a typical long-term contract. If your firm/supplier (the latter only if reporting for captive use of imports) uses/issues price lists, please enclose, if possible, a copy of the most recent price list with your submission.

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICING PRACTICES--Continued**

III-B-4. b) Please discuss your three largest long-term contracts with U.S. customers for your subject imported UAN, identifying the customer, the time period of each contract (beginning and ending delivery dates), the approximate total volume of UAN delivered under each contract, the specific UAN products, the subject country(ies) of origin, and the price provisions of each contract.

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

*Respond to questions III-B-5 through III-B-7 only if your firm sells its imported UAN from the subject countries to U.S. customers unrelated to your firm; otherwise, including if your firm captively uses its subject imported UAN, skip to Section III-C.*

III-B-5. What are your firm's typical sales terms for its subject imported UAN that was sold to U.S. customers (e.g., 2/10 net 30 days, net 30 days, etc.)?

\_\_\_\_\_

III-B-6. a) Please describe your firm's discount policy (quantity discounts, annual total volume (quantity or value-based discounts, etc.) or, in the absence of a formal discount policy, your firm's discount practices on U.S. sales of its subject imported UAN. Do not include any payment discount covered in question III-B-5.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

b) Please report below the total value of discounts that your firm granted to its U.S. customers of its subject imported UAN during 1999 and 2001.

1999: \_\_\_\_\_

2001: \_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-B.--PRICING PRACTICES--Continued**

III-B-7. a) On what basis does your firm typically quote selling prices of its subject imported UAN that were sold to its U.S. customers (e.g., f.o.b. U.S. warehouse, f.o.b. U.S. port of entry, delivered, etc.)?

\_\_\_\_\_

b) If f.o.b., do your U.S. customers typically arrange the freight\_\_\_\_\_ or does your firm arrange the freight\_\_\_\_\_?

c) If your firm arranges freight on its f.o.b. sales, does it typically prepay the freight\_\_\_\_\_ or send the products freight collect\_\_\_\_\_?

d) Does your firm ever pay freight to your U.S. customers' locations *without charging for this cost*? Yes\_\_\_\_ No\_\_\_\_?

If yes--

Please indicate the sales volume (short tons or value in dollars) or other requirement(s) that must be met for your firm to absorb U.S. shipping charges for delivery to your customers' facilities.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Please report below the total value (in dollars) of U.S. freight charges that your firm absorbed based on all its U.S. shipments of its subject imported UAN during 1999 and 2001.

1999:\_\_\_\_\_

2001:\_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued****Section III-C.--FACTORS AFFECTING PRICING**

*If your firm captively uses its subject imported UAN, either as an end user or producer of downstream products for subsequent sale, answer only those questions in Section III-C that are starred ( **★** ), otherwise please answer all questions in this section.*

- III-C-1. Please discuss below how your firm's U.S. selling prices of its subject imported UAN may differ by type of customer (e.g., distributor versus dealer), by type of sale (e.g., long-term contracts, short-term contracts, and spot sales), and by concentration.

Type of customer: \_\_\_\_\_

\_\_\_\_\_

Type of sale: \_\_\_\_\_

\_\_\_\_\_

By concentration: \_\_\_\_\_

\_\_\_\_\_

- III-C-2. a) Approximately what share of the quantity of your firm's subject imported UAN shipped in the United States to its U.S. customers occurred within the distances specified below during 1999-2001? Also, for each distance category, approximately what percent of the total delivered prices of these products to your U.S. customers is accounted for by U.S.-inland transportation costs and what is the typical U.S. transportation mode (truck-T, air-A, or rail-R)?

	<u>Shipment share</u>	<u>Freight share</u>	<u>Mode</u>
Within 100 miles of your U.S. shipping location	_____ %	_____ %	_____
100 to 500 miles from your U.S. shipping location	_____ %	_____ %	_____
Over 500 miles from your U.S. shipping location	_____ %	_____ %	_____
TOTAL	100 %		

- b) Do U.S. freight-cost shares reported for the longer distances represent a competitive disadvantage for your firm's sales of its subject imported UAN vis-a-vis U.S. producers or non-subject imports of UAN? Yes \_\_\_\_ No \_\_\_\_ (Check one) If yes, please discuss the extent of the disadvantage and identify any such firms and the country(ies) of origin of the UAN they sell.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--FACTORS AFFECTING PRICING--Continued**

- III-C-2. c) What is the geographic market area in the United States served by your firm's subject imported UAN? Note any changes in market area since January 1999.

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- III-C-3. a) What is the average lead time (in days) between a customer's order and the date of delivery for your firm's U.S. shipments of its subject imported UAN from its U.S. inventory and, if applicable, from facilities in the subject countries?

Shipments from U.S. inventory \_\_\_\_\_

Shipments from subject countries \_\_\_\_\_

b) Have average lead times changed since January 1999? Yes\_\_\_\_ No\_\_\_\_ (Check one). If yes, note dates of any changes and explain how and why lead times changed and the significance it had on your ability to compete with U.S.-produced and non-subject imported UAN.

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- III-C-4. Does your firm sell its subject imported UAN over the internet?

**G** No      **G** Yes

If yes—

Please report the quantity (in short tons) of your firm's total U.S. sales of its subject imported UAN during 1999-2001 that were accounted for by internet sales. Also explain the impact such sales have had on your U.S. selling prices and quantities during this period.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-C.--FACTORS AFFECTING PRICING--Continued**

III-C-5. Have fluctuations in the subject countries' currency exchange rates with the U.S. dollar  
**i** (unit of foreign currency/U.S. dollar exchange rate) affected your U.S. dollar purchase and/or  
selling prices of your subject imported UAN during January 1999-March 2002?

**G** No      **G** Yes

If yes—

For each subject country that you have experience, please specify the exchange rate changes (in units of foreign currency per U.S. dollar), the resulting change in the U.S. dollar prices of the subject imported UAN, the period(s) when the exchange rates and U.S. dollar prices of the subject imported UAN changed, and any impact such changes had on the quantity of your U.S. imports of these products. For resellers, discuss separately the impact of exchange rates on U.S. dollar prices and quantities of your imports and the effect on your U.S. dollar selling prices of these products to U.S. customers. Also report whether any such exchange rate changes increased the competitiveness of the subject imported UAN vis-a-vis the domestic UAN; report separately for each subject country for which you have experience.

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If no—

For each subject country that you have experience, please specify the exchange rate changes (in units of foreign currency per U.S. dollar) and explain the impact of such changes on factors such as, but not necessarily limited to, profit margins of the foreign producer/exporter or of your importing firm, and why U.S. dollar prices of the subject products were not affected.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

*All importers should respond fully to Sections III-D and III-E, unless otherwise instructed.*

**Section III-D.--SUPPLY FACTORS**

III-D-1. List below the top three factors your firm considers when assessing the quality characteristics of its subject imported UAN. In addition, discuss below how these quality characteristics affect pricing and your ability to compete with the U.S.-produced products.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Discussion: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-D-2. Have there been any significant changes in the product range or marketing of UAN in the United States since January 1999?

**G** No      **G** Yes--Please describe below any such changes, the time periods any such changes occurred, and the impact such changes had on your shipments and prices of your subject imported UAN .

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

III-D-3. Are there certain UAN products that are produced in the United States that you do not import from the subject countries? Yes \_\_\_\_ No \_\_\_\_ If yes, identify these products and explain why you do not import such products from the subject countries and identify the use(s) and potential U.S. market (in expected annual consumption in short tons) for such products. Also, identify any UAN products that you import from the subject countries, although not identically the same, that nonetheless compete with such U.S.-produced products.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-D.--SUPPLY FACTORS--Continued**

*Respond to question III-D-4, only if your firm sells its subject imported UAN ; if you captively use your imported products, skip to section III-E.*

- III-D-4. Describe how easily your firm can shift sales of its subject imported UAN between the U.S. market and alternative country markets. In your discussion, please describe any contracts, other sales arrangements, or other constraints (including any third-country trade barriers) that would prevent or retard your firm from shifting the subject imported UAN between the U.S. and alternative country markets within a 12-month period. Provide any underlying assumptions, along with relevant portions of business plans or other supporting documentation, that address this issue.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-E.--DEMAND FACTORS**

- III-E-1. Is the U.S. UAN market subject to seasonal variations, business cycles, product cycles, and/or conditions of competition distinctive to this product industry? If yes, please identify occurrences since January 1999 and, for seasonality, the months of the year of peak consumption.

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- III-E-2. Please identify the top three U.S. end-use markets for the UAN that you import from the subject countries, and describe the UAN products that your firm imports from the subject countries for each of these markets.

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- III-E-3. Please provide as an attachment to this request, to the extent possible, any studies, surveys, or results of such studies/surveys that (1) identify substitutes for UAN or measure the degree of substitution between UAN and alternative (non-subject) products, and (2) identify substitution among various types of UAN products or measure the degree of substitution among the various UAN products.

**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-E.--DEMAND FACTORS--Continued**

*Substitution in demand refers to products that can, based on market price considerations and consumer/user preferences or technical requirements, reasonably be expected to substitute for each other when the price of one product changes vis-a-vis the price of the other product--some consumers/users may require greater price changes than others before they switch among the alternative products.*

Discuss substitution in demand between UAN and other types of products (questions III-E-4 through III-E-6).

- III-E-4. a) What alternative products may substitute for UAN in its end uses in the United States, and how frequently does any such substitution occur? For each such substitute product also discuss the specific end use(s) where such substitution with UAN occur.

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- III-E-5. Have there been any changes in the number or types of alternative products that can be substituted for UAN in the United States since January 1999?

**G** No

**G** Yes--Please explain.

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- III-E-6. Describe the approximate price sensitivity of the substitutions listed above as "strong," "moderate," or "weak." If possible, also indicate the minimum percentage change in the current price of UAN, with substitute-product prices remaining constant, where U.S. purchasers would start to substitute the listed alternative products for UAN. To the extent possible, respond for types of UAN products and indicate the end uses.

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**PART III.--PRICING AND MARKET FACTORS--Continued**

**Section III-E.--DEMAND FACTORS--Continued**

Discuss substitution in demand among various types of UAN products (questions III-E-7 through III-E-9).

III-E-7. a) Do you consider various UAN products to be the same product or substitutes for each other? What factors, if any, limit substitutability of these products? Please explain.

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b) More generally, what different UAN products substitute for each other in the United States, and how frequently does any such substitution occur? For each such pair of products also discuss the specific end use(s) where such substitution may occur.

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III-E-8. Since January 1999, have there been any changes in the different UAN products that can substitute for each other in the United States?

**G** No      **G** Yes--Please explain.

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III-E-9. Describe the approximate price sensitivity of the substitutions listed above as "strong," "moderate," or "weak." If possible, also indicate the minimum percentage change in the current price of one UAN product versus another, where U.S. purchasers would start to substitute one UAN product for another. Identify the specific types of UAN products and their end uses in your discussion.

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### PART III.--PRICING AND MARKET FACTORS--Continued

III-E-10. Are all types of UAN produced in the United States, imported from the subject countries, and imported from other countries used interchangeably (i.e., can they physically be used in the same applications)? Please indicate below, using “A” to indicate that the products from a specified country-pair are *always* interchangeable, “F” to indicate that the products are *frequently* interchangeable, “S” to indicate that the products are *sometimes* interchangeable, “N” to indicate that the products are *never* interchangeable, and “0” to indicate *no familiarity* with products from a specified country-pair.<sup>1</sup> **Copy this table as needed and list the comparison countries for which you have market experience in the top row of this table.**

[illegible]

[illegible]



**PART III.--PRICING AND MARKET FACTORS--Continued****Section III-F.--CUSTOMER IDENTIFICATION**

*Respond to this section only if your firm sells its subject imported UAN to U.S. customers; do not respond to this section if your firm captively uses its imports.*

Please provide the names and addresses of your firm's 10 largest U.S. customers for its subject imported UAN . Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total U.S. shipments of its subject imported UAN that each of these customers accounted for in 2001. Next to each customer's name, indicate the subject country(ies) of origin of the UAN shipped to the customer during 2001.

No.	Customer's name and country(ies) of origin of UAN	Street address, state, and zip code	Contact person	Area code and telephone number	Share of 2001 shipmts. (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					